



Edwards

2021 Annual Meeting of Stockholders

Questions and Answers

Below are all of the questions that Edwards Lifesciences Corporation (the "Company") received ahead of and during its 2021 Annual Meeting of Stockholders and answers to these questions. Please note we have made some minor edits for clarity. Our answers to these questions, including any forward-looking statements herein, reflect management's views as of May 4, 2021. Forward-looking statements involve risks and uncertainties that could cause actual results or experience to differ materially from that expressed or implied by the forward-looking statements. These risks and uncertainties include risks that are detailed in our filings with the SEC, including our Annual Report on Form 10-K for the year ended December 31, 2020, and our other filings with the SEC. The Company does not undertake, and expressly disclaims any obligation, to update any forward-looking statement, whether as a result of new information, future events or otherwise.

- 1. Question:** Could your catheter technology be applied to other organs beyond the heart? Have you ever considered that?

Answer: We are encouraged by the shift to minimally invasive approaches to treat patients with a range of medical conditions. We think catheter-based technology offers a safe and effective alternative to more invasive procedures. Our Company's strategy is focused on using catheter technology to treat patients with structural heart disease, and we are not focused on other organs beyond the heart.

- 2. Question:** Why doesn't Edwards pay a dividend?

Answer: This is something that we routinely consider, and it's something that we talk a lot about internally and the board of directors considers, as well. We think that our capital is best used to invest back into our business. We think it creates even more shareholder value by investing back into our business, so it's in the best interest of all involved and we don't have any plans to pay a dividend at this point.

- 3. Question:** Why can't you use just GAAP numbers because you always seem to have adjustments? If the adjustments occur every year, they are normal occurrences.

Answer: Certain of our non-GAAP adjustments do occur every year. The reason we adjust our GAAP results for these items is to enhance comparability of our results with those of our peer group, who also treat these items as non-GAAP adjustments.

- 4. Question:** What are examples of cost cutting measures taken in 2020?

Answer: Many costs were reduced in 2020 because of the pandemic. We were traveling less, and we were going to less major medical meetings. We had less of those things and interactions that would have driven costs. So, we clearly saved that money. As I mentioned earlier, we purposely did not



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reduce staff. We stayed focused on the long-term and we didn't cut costs that were in support of our key strategies and our key long-term missions. We've got a great group of professionals in our finance team that helps us stay efficient and thoughtful about our expenses. So, I think we have quite a cost-conscious group, but we didn't purposely or strategically cut costs.

5. Question: RE: management proposal, what is the total CEO pay for 2020 and 2019?

Answer: The details of those are disclosed in our proxy statement. Due to the effects of the pandemic, the CEO pay is lower in 2020 than it was in 2019 and our board deliberated very carefully over that decision.

6. Question: What percent of employees work from home? How will this change in the next 3-months?

Answer: Over half of the employees of Edwards Lifesciences either work in the supply chain, in manufacturing plants around the world, or they actually serve patients in hospitals every day. Those people continued to go in to work every day. For those that were in offices, many did in fact go to a more remote setting, probably went down to near 25% of typical levels. We expect that to gradually increase over time, certainly over the next three months, but probably, and hopefully if the world keeps getting better by the end of the year, we'll be back in a more normal situation.

7. Question: When were the last share buy-backs? When will the next share buybacks be and for how much?

Answer: As provided on our earnings call on April 20, 2021, we repurchased 3.6 million shares of our common stock for \$303 million during the first quarter. In May 2021, the Company announced that the board authorized an additional \$1 billion for repurchases of the Company's outstanding shares of common stock under its share repurchase program, adding to the remaining \$262 million authorized under the program on May 1, 2021. We plan to continue to execute our strategy of offsetting dilution from incentive stock compensation as well as opportunistically reducing our shares outstanding over time.

8. Question: What is your projection for travel to increase contracts?

Answer: Travel has been limited during the pandemic and we've traveled less and it's meant less expenses, but we also don't think that is necessarily in the best interest of the communities that we serve. We expect that to pick up and probably travel increases at the same time our business increases. I would think that those would kind of move in harmony and in parallel together.